Better Store Service

with **LAMSON** Electric

CABLE CARRIERS

LAMSON SERVICE

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ATHENAEUM OF PHILADELPHIA

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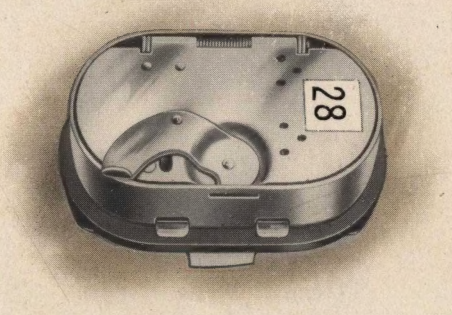
BETTER STORE SERVICE

with Lamson Cable Carriers



THE LAMSON COMPANY
BOSTON, MASS.

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Quick, safe, dignified and economical Store Service

This attractive interior shows how Lamson Cable Carriers connect all parts of a large store with the central desk, where change is made and charges are authorized. Notice that the cable lines are run close to the ceiling, in space that is useless for selling or display purposes. Stations are placed just inside of counters, and do not interfere with the display or selling of merchandise. Picture shows store of *Charles Ogilvy Ltd., Ottawa, Ontario*

BETTER STORE SERVICE

How it helps the merchant

EVERY merchant knows the sure drain on his profits that results from loose handling of cash and charge purchases. Petty thefts and inaccuracies, if not checked, soon roll up alarming losses; especially where the volume of business is large, and the net profit on each transaction small. The first requisite then of a store service system is safety.

But this is not enough. A system may be absolutely safe, but so cumbersome as to put an undue strain on the clerk's time and the customer's patience. During rush times two sales may be lost while one is being looked after, or three clerks may be needed to do the work of one. Or perhaps the system though speedy, is adapted to handle only one of the many kinds of sales ordinarily made. Safety then must be accompanied by speed, flexibility and economy.

Lamson Centralized Service

provides the one system that is at the same time safe, speedy, flexible and economical. It is dignified; it harmonizes well with the appointments and methods of a high grade store. The foundation stones of this system are the itemized sales slip and the Lamson Carrier.

Better Store Service

The sales slip gives both store and customer exact details of every sale. It safeguards the interests of both, does away with misunderstandings, prevents disputes. Furthermore, by classifying these slips the merchant may gain all sorts of vitally important information as to just where his greatest profits are being made.

The Lamson Carrier provides the short cut between the sales department and the central office. It carries cash and sales slips instantly to the central desk, where the proper authorizations are made before the purchase is delivered. All cashiering and authorizing, as well as the actual cash and charge account records are thus placed at once under central control. To the detailed information given by the sales slip the Lamson Carrier adds protection, speed and flexibility of operation.

Important as they are alone the sales slip and the Lamson Carrier find their real value as parts of a complete system for giving the merchant *service* in its fullest sense. The combination of these elements makes a store service system that is well nigh perfect. The carrier system becomes virtually part of the store; doing its work with automatic regularity and accuracy. It enables the merchant to forget store service worries and to devote himself to the merchandising problems of his business.

With Lamson Carriers

Centralized service may be obtained through the use of Lamson Pneumatic, Cable, or Wire Line Carriers. Each type of system is designed to serve a particular type of store, but all give the benefits of safe centralized service. This book describes the use of Lamson Cable Carriers, and shows how they give Better Store Service in the average store.

Service—before and after a sale

Sales people want to give their customers the best possible service. With Lamson Carriers, they devote their entire time to selling, as they are relieved of the responsibility and worry of making change, and getting the cash to "come out right" at night

Upper picture shows clerk despatching cash box, after sale is made. Cable stations are convenient in location, yet occupy no valuable space

Center view shows general view of the William S. Lord Co. store, Evanston, Ill. Notice that the carriers are practically invisible, as they harmonize with modern store interiors

Lower view shows central desk. At Christmas time and during the other busy seasons, additional cashiers may be placed at this desk to handle the larger volume of sales. All the advantages of the itemized sales check and centralized-control are retained

All store transactions Centralized

Where Lamson Cable Carriers are used, clerks are always within a few seconds of cashiers and authorizers. Cash, charges, C.O.D.'s, part payments, and in fact, all sales are handled in the same quick and simple way. There is no need of bothering about extra local tills during specially busy seasons. One system handles *all* sales *all* the time.

William S. Lord Co., Evanston, Ill.

LAMSON CABLE CARRIERS

And how they give Better Store Service

THE Lamson Cable System may be roughly described as a series of tracks over which boxes containing cash and sales slips are propelled by a continuously running cable. The system is usually driven by a small electric motor.

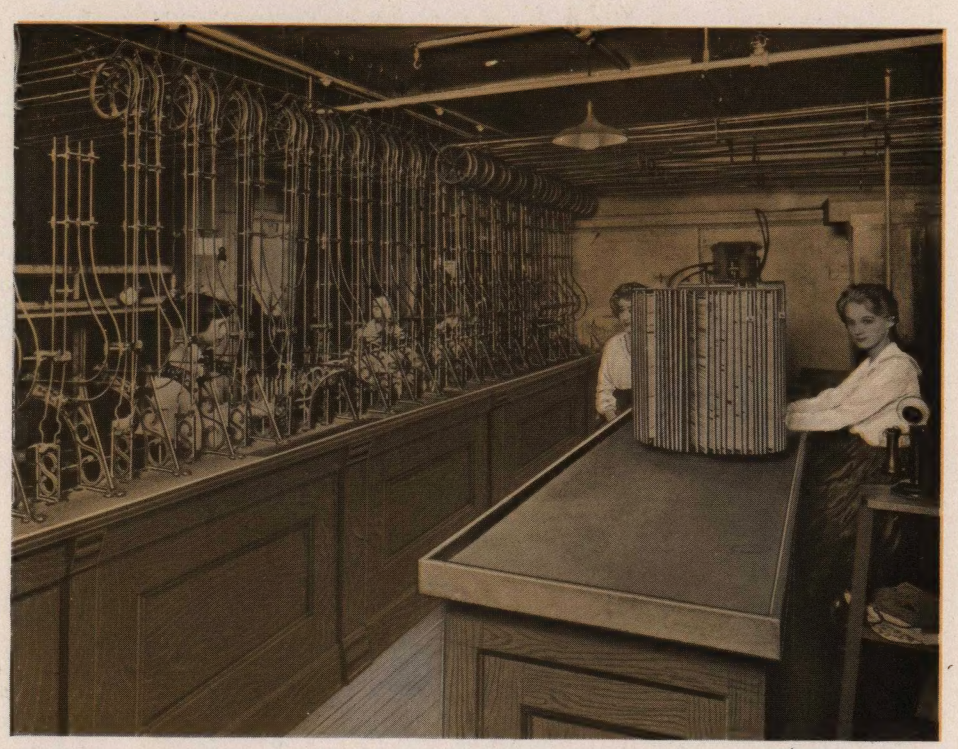
But simple as it seems in operation, this system as it is built today is the result of over thirty years constant experiment and improvement. For the average retail store it is the ideal system, as it gives safe centralized service at comparatively low cost. Let us see what it does for the merchant.

The Lamson System protects cash sales

When change is made in different parts of the store, chances for errors or dishonesty are unavoidable. Even though the clerks are reliable and efficient, their training and attention are, and should be mainly directed to selling goods. In rush times especially they cannot help making mistakes, no matter how conscientious their effort, as they are usually temperamently unfitted for the detail work of change making.

The Lamson System places the responsibility for change making in the hands of a few known and trained employees who are under constant supervision, and are located away from the rush of selling.

The sales slip itself is an aid to accuracy, because it is far easier to add neatly written figures in a ruled column than to add the total of the different sales mentally or from figures scribbled on odd pieces of paper. This is especially important in stores where a number of items, perhaps from different departments, are grouped in one sale.



Quick accurate handling of charges

Charges are sent to the central desk in copper colored boxes, which are immediately referred, either by hand or by auxiliary cable lines, to the charge authorizers. The authorizers at this central desk of The McAlpin Co., Cincinnati, Ohio, have every account instantly accessible, and compare the written sales slip with the customer's limit record, on every sale

The fact that every transaction is checked by two people is an additional safeguard. The figures on the itemized sales slip are rechecked by the cashier or authorizer, and the change is recounted by the clerk before it is returned to the customer. As the clerk, the cashier or authorizer and the customer are all three interested parties to each transaction there is little opportunity for error or collusion. If the inspector-wrap system is used a fourth link is added to this strong chain of protection.

The Lamson System safeguards credits

Today more than ever before it is vitally important to keep a strict watch over credits. Slow debts, over extensions of credit,

delays in payment due to incorrect billing, etc. must be eliminated if a business is to succeed. But it is almost equally important that a customer who is entitled to credit shall receive prompt and efficient service.

The Lamson Cable System solves both of these problems by centralizing authority for giving credit in the hands of a few trained employees who authorize by directly comparing the actual written sales slips with proper records of customer's credit.

Prevents many figure errors

In grocery stores and markets, clerks must often add up quite a few figures covering purchases of a number of items. With Lamson Carriers, the sales slips are re-checked in the central desk insuring accuracy on every transaction. Picture shows view of *Central Market, Omaha, Nebraska*

There is no possibility of misunderstanding due to reliance on the spoken word, nor is the authorization left to the snap judgment of department heads. There is no chance for the sales slip with illegibly written name, address, or figures to get by the authorizer, as the authorizer will not O.K. a sales slip unless it is clear, and agrees perfectly with a name and address on the credit record file. In this way, mistakes are caught while they can be remedied and losses due to incorrect billing are practically eliminated.

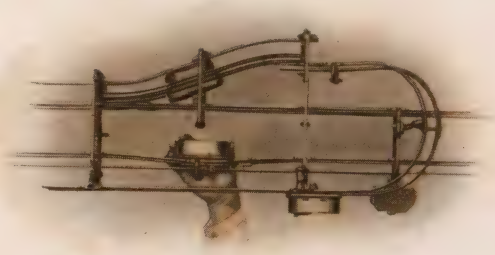
The loss of sales slips is prevented absolutely by the Lamson System, because an accurate, legible duplicate record of every charge sale is placed on file at the central desk before the merchandise can be delivered to the customer. Where charge slips are collected

Centralized control of cash and charges

Cash and charge sales from all over the store are handled at this central desk near the main office. Charge sales are posted as soon as they are received—the central desk operator can tell at any moment the important facts about sales in any part of the store

from the clerks only spasmodically during the day, there is always the danger of many slips being lost, which is the equivalent to losing an equal amount of cash.

Under the Lamson System, every transaction is kept private, and other people about the store are prevented from learning the names of the charge customers. Besides pleasing customers, who naturally object to hearing their names called over a telephone, and their credit questioned, this privacy prevents fraud buying with its consequent loss, and what is even worse, its bad effect on the cus-



This horizontal clerk station is simple to operate and occupies no valuable space

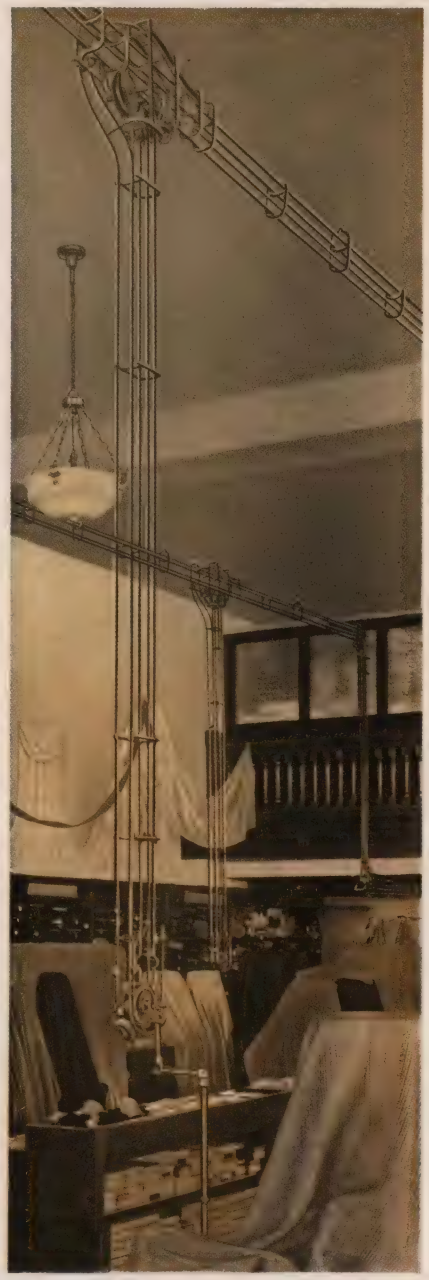
tomer whose account has been tampered with.

Lamson Carriers provide a complete uniform system

Even in a small store the sales fall under a wide variety of classifications. There are charge and cash sales, take and send, C.O.D.'s, part payments, exchanges, refunds, "difference" sales, discounts and many others. No system of local cashiering can, even if supplemented by telephones, handle properly all these varied sales.

But with Lamson Cable Carriers the clerks handle all these sales in one uniform way. The new clerk has but to master the use of the sales slip to be able to look after any possible sale. For no matter what the transaction, the slip and money are simply put in the carrier and whisked to the central desk where the details are handled by employees trained in the work.

Lamson Cable Carriers also straighten out many tangles which under local cashiering methods would mean slow service and disgruntled customers. For example, a money order or check might be



No space wasted

Lamson Cable Carriers can be located at bargain squares or anywhere about the store. Lines are run close to the ceiling, out of the way of clerks, customers and displays

Important drug and clothing chain stores use Lamson Cable Carriers

This picture shows the Los Angeles, Cal. store of the *Owl Drug Company*. This progressive concern operates many stores on the Pacific coast, and uses Lamson Cable Carriers exclusively. Many other careful-buying retail store chains, such as the Liggett Stores, the Besse Clothing Stores, The J. C. Penney Co., and the Steiger Stores have standardized on the use of Lamson Cable, Pneumatic and Wire Line Carriers

Any clerk uses any station

Suppose a man buys shirts and a hat—the clerk can complete the sale in the department where the last purchase was made as any cable carrier station can be used by any clerk in the store

tendered in payment for a purchase, or a bill offered so large that the change must be obtained from the main office. Or a bill or coin might be received which looks suspiciously counterfeit. With Lamson Carriers there is no interruption of business while a messenger gets change or an O.K. from the main office. The paper or money in question is simply sent to the central desk in the usual way.

Flexibility of the Cable Carrier System

This uniform method of handling all sales is a feature which makes the Lamson System very flexible and enables it to give good service whether business is slow or rushed.

During the slow periods of between-seasons selling, the cable carriers give good store service, with but little work in the central desk. In the busy hours of a special sale or during the holiday season,

The right way

After the merchandise is sold, the clerk immediately despatches the carrier. While change is being made, the package is wrapped. This insures the quickest possible service.

Davis Bros. Hardware Co., Boston, Mass.

Doing two things at once—the quickest way

After a sale is made, the sales slip is sent at once to the central desk with the money. While the cashier is making change, and checking the addition with the sales slip, the clerk wraps the merchandise. By the time the package has been wrapped, the change has been returned, and both are handed to the customer

they give equally good service, and still maintain the itemized records and centralized responsibility that safeguard the merchants interests. As the volume of business increases, employees are added at the central desk and service is maintained at a minimum of expense.

One of the secrets of the Lamson flexibility is that each station is a complete sending and receiving point which can be used by any clerk in the store to care for fluctuating demands. Clerks can be placed where needed, when needed, or can shop with customers in different store departments.

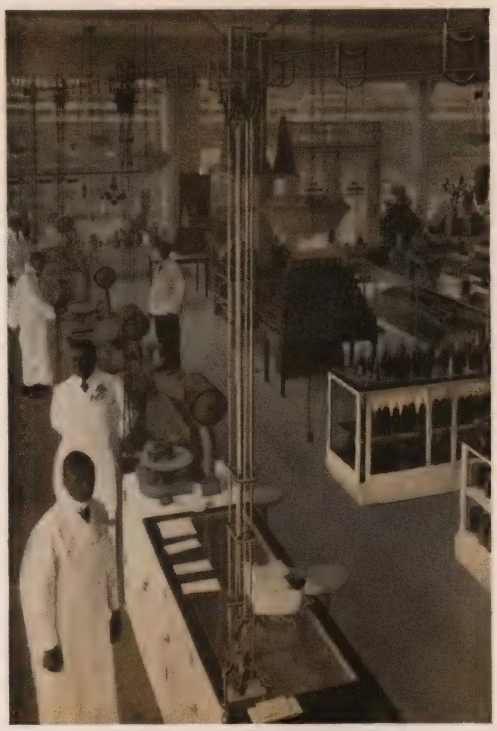
Contrast this flexibility with conditions in the store operating under local cashiering methods. There, every clerk is tied to some particular cash drawer. If she makes sales in other depart-

ments she must return to her station to complete the sales; if she is moved, she must close out her cash drawer at one location before starting at the new.

Instead of tying clerks to fixed positions, Lamson Cable Carriers permit them the freest possible movement about the store. They virtually divide a store into a number of independent sections, each with its complete store service station, instantly available to all.

Contrast with local tills

Imagine the display and selling space that would be sacrificed were local tills used in this attractive store. Lamson carriers insure that every inch of space "pays its way."
Joseph Speiss & Co., Elgin, Ill.



A Station near every clerk

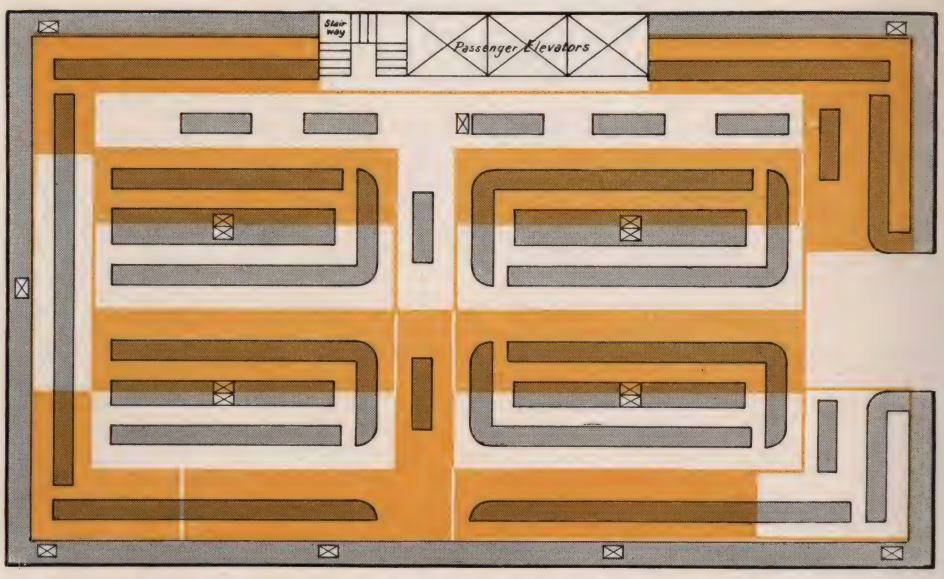
In this up-to-date grocery store, the clerks are not obliged to walk to a distant point to make change after every sale — there is a station at every counter, where sales checks and money may be despatched to the central desk. Picture shows view of *The Market Company, Denver, Col.*

Lamson Carriers handle all sales quickly

This flexibility of the Lamson system naturally makes for speed in handling all sales. No clerk is ever more than a few feet from a sending and receiving station which is used for any sale. As soon as a clerk despatches a carrier the station is immediately

[*continued on page 19*]

Which system do you



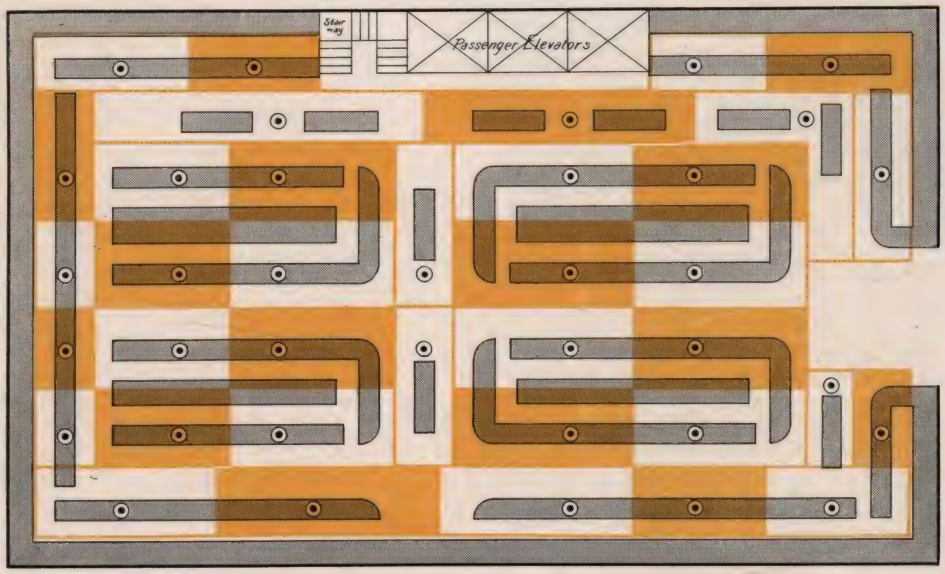
Store operating with decentralized change-making clerk-wrap system

This plan shows a typical fixture layout in an average, medium-sized store. Sixteen local clerk-wrap cash tills are shown in the locations where they would ordinarily be placed. The different colored areas represent the parts of the store which are served by the different service points.

Under this system each clerk is tied down to one particular cash drawer and must often walk a considerable distance after a sale to get to her service point. Assuming four cash drawers to a service point, we have a total of sixty-four cash drawers serving sixty-four clerks. This system will cause congestion at the service points whenever sales are heavy, and if extra clerks are added the system breaks down entirely and must be supplemented with some kind of extra service.

This limited system will handle only cash sales. A separate and entirely different system must be provided to handle charges and other sales which may form the greater part of the store's business. Compare this inflexible arrangement, where change is made locally, with the Lamson Centralized System shown on the opposite page.

want for your store?



Same store operating with Centralized clerk-wrap system

This plan shows the same store as is shown on the opposite page operating under The Lamson Centralized System, the circles representing The Lamson Cable Carrier stations.

Notice that instead of the sixteen service points of the decentralized system, there are thirty-five service points, each one of which can be used by any clerk in the store for any kind of transaction. This virtually divides the store into thirty-five separate units, each one with its complete store service point.

This system is completely flexible and interchangeable. Clerks may be moved about the store, or may shop with customers, and can complete their sales at any one of the thirty-five service points. This relieves congestion and assures good service even during the busiest sales.

Lamson service offers the complete solution of the store service problem—one uniform way of handling all sales—clerks always near service points, and each station a complete unit for every sale handled in the retail store.

Better Store Service

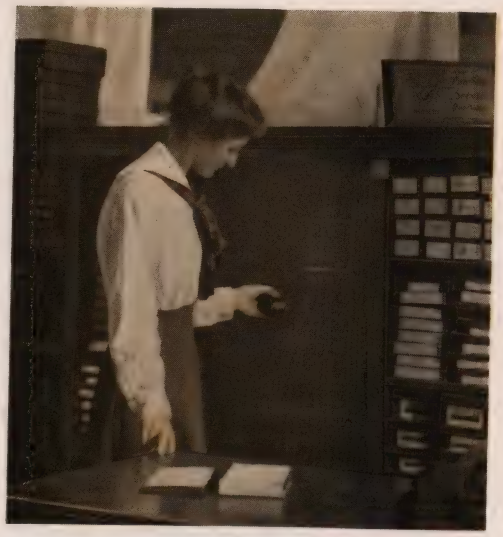
A convenient sales station

The clerk using this station does not have to leave or even turn from the customer. Notice cash boxes ready for immediate use.

Fred S. Stewart Co.
Atlanta, Ga.

Where stations are concealed

This Lamson Cable Carrier station has been built right into the fixture. Stations are easily available to the clerks, yet are effectively concealed



Lamson Cable Carrier stations are convenient to operate

One of the points always considered when laying out a Lamson Carrier installation is the convenient location of stations. They are always placed so that clerks will be near them when making sales. In a Lamson served store cash and charges are handled without delay

free for the use of the other clerks. There is no waiting in line before a congested service point, with its inevitable conversation among the clerks, but all sales are handled quickly and in the consecutive order in which they are made.

After the money or charge slip is sent to the central desk, the change is made or charges are authorized while the clerk is wrapping the parcel. By the time the package is wrapped, the change or O. K'd sales slip is returned and ready to hand to the customer; the time occupied by the carrier in transit is negligible.

Men appreciate Quick Service

Men's stores are large users of Lamson Cable Carriers, as their customers like the quick service and the itemized sales slips that they get where carriers are used.
Wilkinson Clothing Co., St. Louis, Mo.

The Lamson System helps clerks to sell more

The division of duties between the clerks and central desk employees gives the salespeople more time to devote to customers. They are the real business producers of the store, and under the Lamson System are able to devote all their time and energies to selling, without having to continually interrupt their work to make change, and without having to worry about how their cash will come out at the end of the day.

The system also gives each type of employee the work he or she is best fitted for. It is well known that the individual who can sell goods best is often poor at figures and inaccurate at de-

A good arrangement for a Department Store

Notice the Lamson cable lines running from every counter to the central desk on the elevated mezzanine at the end of the store, where change is made and charges are authorized. Besides protecting all sales, the figure facts about the store's business are concentrated at this central desk, and may be consulted by the merchant whenever desired. Store of *F. Johnson Co., Holdredge, Nebraska*

tails, while those who like figures and detail often lack selling ability.

When change making is centralized, the effect is at once evident in a more personal touch between clerks and customers, and at the same time more accurate and economical handling of the money.

Necessary office equipment

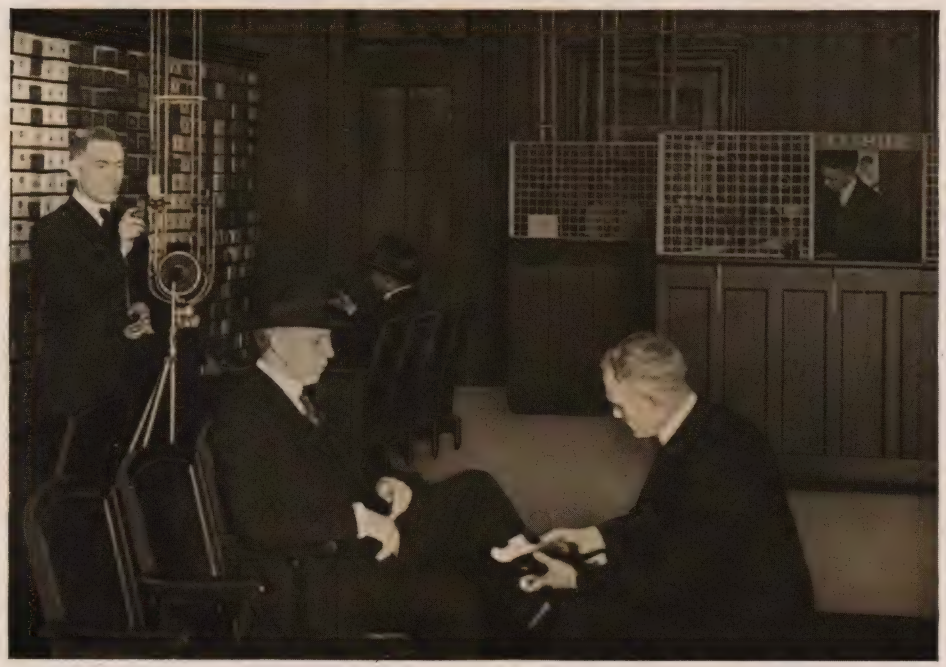
Lamson carriers are necessary in the office of the modern retail store. Facts about the business can be quickly learned from the sales slips as they come in; and messages can be quickly sent to the department managers

Business facts easily obtained

The merchant who succeeds best is the one who makes the greatest use of the facts and figures about his business. And with Lamson Carriers, all business facts are quickly and easily collected and put in shape to use. For example, a merchant can have on his desk each morning a complete analysis of sales for the day previous, with comparisons and totals as wanted. This desk sheet is of inestimable value, as it shows at a glance the trends of the business, and helps the merchant base his plans on bed rock business facts.

This "quick fire" sales check requires almost no writing; yet gives the accurate records that are necessary

And where Lamson Cable Carriers are used this sheet can give a real and complete analysis of sales, in any way wanted. Sales by clerk, by department and by kind of sale will be included of course, and in addition re-



Saves many steps in the Shoe Store

After the clerk has made a sale, the cash and sales slip is sent to the cashier at the end of the store over the Lamson Cable Carrier system— no time is wasted walking about or waiting in line at the cashier's window. Customers, as well as clerks, appreciate this time and labor saving method

sults of special sales, which indicate how advertising is pulling, reports on sizes, colors and styles which assist the buyers to secure merchandise which will move quickly, and any similar information that may be wanted. Goods asked for but not in stock are listed, so that the merchant can tell which lines to broaden.

All these and many other desired facts are available quickly and economically, for all are on the itemized written sales slips, copies of which are in the central desk before the sales are completed. Customers wants which are not in stock, and similar items are written on special slips and sent up over the carriers, in the same way as the sales slips, without waste of time, or interruption to work.

It is an easy matter to run over the sales slips on an adding

machine—they contain complete itemized information about sales, which any office clerk can quickly make available for use by the merchant.

Lamson Carriers as Mechanical Messengers

Lamson Carriers give a merchant a complete interdepartmental messenger service, like that used in offices and factories, without extra expense.

Another good Shoe Store arrangement

This view in the store of Fred S. Stewart Co., Atlanta, Ga., shows another good arrangement of Lamson Cable Carriers for the shoe store. Notice that the cable station is easily accessible to the clerks, and yet is out of the way

Information can be secured from different sales departments quickly over the carrier systems, new clerks can be requisitioned at points of congestion, wants can be sent to the stock rooms, telephone orders can be despatched from telephone clerks to the proper departments for filling, in fact, all interdepartmental messages can be sent in a moment by these quick, ever ready mechanical messengers.

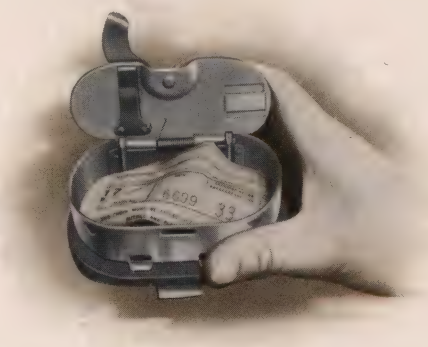
The Lamson System economizes space

If you will examine any Lamson Cable System you will be struck by two features, the instant accessibility of the stations and the unobtrusive location of the tracks. In installing a cable sys-

No service equipment visible in this store

Lamson Cable Carriers in the store of J. & W. Jung, Sheboygan, Wisconsin, run along the basement ceiling. First floor stations are arranged on loops which rise through the floor and are concealed in the fixtures. This makes a very attractive arrangement

tem the Lamson Company always takes care that merchandising or selling space is not encroached upon. Horizontal lines, for instance, are run along walls or back fixtures or are inconspicuously hung from the ceiling. Vertical lines are run along walls and columns or when desirable are run in the open, free from side supports.



This cable cash box is of ample size to hold all coins and sales slips used

Stations are cut into the lines wherever needed. They are made in such a variety of types as to be adapted to all possible store requirements.

The inside dimensions of the cash boxes are 3⅜″ x 2″ x 1″, a size ample to hold all the sales slips, forms, bills or coins, including silver dollars, which are used in retail store transactions. These boxes are easily despatched

and removed from the track at stations and are as easily locked and opened. While in transit the covers are securely held so that there is no chance of losing any of the contents of the box.

An important feature of the latest improved cable cash box is an interchangeable celluloid station number which may be put in place or removed without tools in a few seconds. This is a great advantage during rush times, or when extra clerks are added to care for special sales, as extra cash boxes may be added at a moment's notice.

Speeding up telephone orders

Whenever orders are received by telephone, Lamson Cable Carriers will convey them quickly and economically to the department where they are to be filled. The above picture shows a convenient arrangement of the telephone order desk

MC 139

Please Correct Your Error as Indicated by the Check.

1	Wrong amount of money
2	Money received without sales check
3	Sales check received without money
4	Wrong part of sales check
5	Figures not clear
6	Floorman's signature missing
7	Clerk's number missing
8	Bank check made out incorrectly
9	Bad money

Sales No._____ Cashiers No._____

Clerk's errors are caught while they can be corrected, where Lamson Carriers are used. This form is a time saver and makes for accuracy

Every Lamson System planned by Store Service experts

A Lamson Cable Carrier is far more than a machine; it is a vital service factor in the operation of the store in which it is installed. Every carrier is planned by a Lamson representative to

Upper view shows station on first floor near column. The same drop lines are continued to serve the floor below

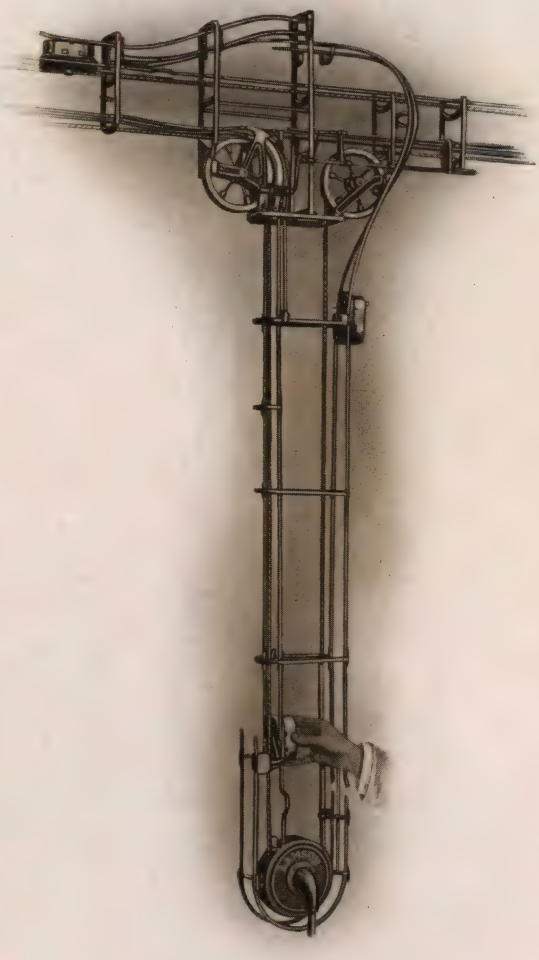
Lower picture shows continuation of upper floor station serving floor below

Can be installed in a hundred different ways

These pictures, in the store of W. B. Moses Company, Washington, D.C., show just one of the many ways in which Lamson Cable Carriers can be installed. Two stations are here shown on one drop line, thus economizing the horizontal lines to and from the central desk

operate as an integral part of the system of the store.

Every merchant has developed storekeeping plans and business methods that express his own individuality. These methods are all taken into account, when a Lamson System is installed. The store need not revise its methods to conform to some cut and dried plan, but rather the store service system is carefully built around the merchant's own ideas of store operation.



In this ingenious cable station, cash boxes despatched by the clerks are switched into the main line to the central desk and cash boxes returned by the cashiers are automatically switched off. Boxes travelling along the main line in either direction pass directly through the station.

You can call on any Lamson man for real constructive store service help. He will study your present system in detail—he will familiarize himself with your salesbooks and other forms, he will chart your department locations, and will analyze the volume and kind of business done in each—he will determine where clerk-wrap and inspection-wrap should be used—he will study the relation of your sales, authorizing, and other departments, so that his recommendation will be based on a complete picture of the needs of the entire store.

Better Store Service

For the Central Wrapping Desk

Where merchandise, such as clothing, is wrapped at a central point in a department, the cable system is easily installed to carry the cash and sales slips to the central desk, where change is made and charges are authorized, while packages are being wrapped.

McFarlin Clothing Co.
Rochester, N. Y.

Where clerks wrap the goods

This convenient arrangement is used in many stores where the clerks wrap the merchandise. Wrapping paper and cable carrier station are close to every clerk.

D. Rosenberg, Evanston, Ill.

Lamson Service fits every store need

It matters not whether your clerks wrap the merchandise or inspector wrappers are employed for this purpose. Lamson Improved Service fits either condition and makes for speed, flexibility and economy

The safest and quickest system for Hardware Stores

Clerks often shop from counter to counter in hardware stores, and sales often include many items. The Lamson Cable System permits the sale to be closed at the nearest carrier station — the itemized sales slips enable the clerks to add the items easily.

Patterson Bros., New York

Lamson Service

Lamson Improved Service is complete service, and is based on a comprehensive analysis of the store's requirements. Our aim is to install Lamson Carriers where we know they should be installed, and where they will pay dividends which will more than repay their cost.

Suppose you should call on a Lamson representative to investigate your store, and make recommendations.

First, he would familiarize himself with your store and your service to your customers, the type of merchandise you sell, the location of departments, etc., so that he could decide what type of Lamson System would be best adapted to your requirements. He would then determine where these Lamson Carriers would give the best store service, and would spot the stations on a floor plan to give a comprehensive idea of the service proposed.

Safe Service where expensive merchandise is handled

In jewelry stores, fur stores and other similar stores, expensive merchandise must not be left on the counters unguarded. With Lamson Service, clerks remain with customers till sales are closed, as they do not have to go to some distant point to make change, but despatch the cash and sales slip from a carrier station near at hand.—*A. Stowell & Co., Boston, Mass.*

Your Lamson Service will thus be a "made to order" system, designed to fit the needs of your particular store.

First it will protect your cash and charges and give you a sense of security, as you will know that all cash goes to your central cash drawer, and all charges are posted before the customer leaves the store.

Your system will help create more business. It will make the clerks better sales people, by relieving them of the responsibility of making change, and enabling them to give your customers the close personal attention they appreciate.

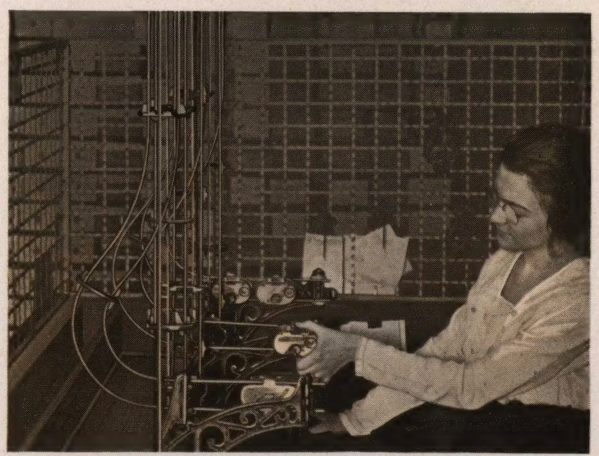
Lamson Service will give your sales force a new flexibility. Any clerk can use any station in the store for any sale. Clerks can be moved about the store as needed, or can shop with cus-

EFWZ

tomers, closing each sale in the department where the last purchase is made.

Your Lamson Improved Service will be safe, speedy, flexible and economical. It will give you a dignified system that will impress your customers most favorably.

With Lamson Improved Service applied in this way, every clerk and other employee will work more efficiently, and will get more enjoyment out of the work. Your whole store will run smoothly, and you can handle your business easier, and more economically, for all store divisions and departments will be tied into a closely knit whole by Lamson Improved Service.



Very easy to operate

This central desk, serving a moderate sized store, is very easy for the cashier to operate. Incoming cash boxes are close at hand and outgoing boxes are despatched at equally convenient points

Lamson Catalogs

For further information about Lamson Conveyors ask for our booklets on the following subjects:

Store Service Systems

Pneumatic Tube Systems.
Wire Line Conveyors.
Belt Conveyors for Parcels.
Parcel Delivery Bins.

Industrial Conveyors

Pneumatic Tube Systems.
Foot Power Pneumatic Tubes.
Gravity Conveyors.
Belt and Power Conveyors.
Portable Conveyors.
Wire Line Conveyors.

In order that we may serve business men everywhere we maintain the following sales and service stations. For further information, call on our nearest office.

THE LAMSON COMPANY

100 BOYLSTON ST. BOSTON, MASS.

Branches and Service Stations

Boston	100 Boylston St.	Chicago	6 No. Michigan Ave.
New York	9-11 E. 37th St.	Minneapolis	320 Tribune Annex
Philadelphia	210 N. Broad St.	Omaha	418 McCague Bldg.
Pittsburgh	319 Third Ave.	San Francisco	617 Mission St.
Baltimore	Equitable Bldg.	Vancouver, B. C.	603 Hastings St.
Rochester	194 East Main St.	Los Angeles	221 San Fernando Bldg.
Detroit	97 Woodward Ave.	St. Louis	709 Pine St.
Toronto	136 Simcoe St.	Dallas	905½ Elm St.
Cleveland	2063 East 4th St.	Seattle	215 Stewart St.
Cincinnati	119 East 5th St.	Washington, D. C.	426 Colorado Bldg.
	Atlanta 30 Moore Bldg.		

Additional Service Stations

New Orleans	227 Bourbon St.	Buffalo	194 Main St.
Albany	22 So. Pearl St.	Kansas City	210 New Ridge Bldg.
	Indianapolis Cor. Washington and Illinois		